

Message Text

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ORIGIN COME-00

INFO OCT-01 AF-08 ARA-06 EA-07 NEA-10 IO-13 ISO-00 FEA-01
AGRE-00 CEA-01 CIAE-00 DODE-00 EB-07 FRB-03 H-01
INR-07 INT-05 L-03 LAB-04 NSAE-00 NSC-05 PA-01 AID-05
CIEP-01 SS-15 STR-04 ITC-01 TRSE-00 USIA-06 PRS-01
SP-02 OMB-01 SIG-01 /120 R

DRAFTED BY COM/OTP/DND:GREDDING:RMA
APPROVED BY EB/OT/GCP:SAHMAD
COM/OTP/DND:LJMURPHY
COM/OTP/TNAD:DSCHLECHTY
STR:BSTEINBOCK
STATE/EB/OT/GCP:JSLATTERY
AGRICULTURE:RHARPER
TREASURY:EFROST
LABOR:HFIEKOWSKY
AF/EPS:AJILLSON
ARA/ECP:ABERRY
NEA/RA:RPRICKETT
EA/RA:MHENDERSON
NEA/ARN:DEREUTHER

----- 096018 /50 45

R 221537Z DEC 76
FM SECSTATE WASHDC
TO AMEMBASSY MONTEVIDEO
AMEMBASSY PANAMA
AMEMBASSY PORT AU PRINCE
AMEMBASSY ADDIS ABABA
AMEMBASSY ALGIERS
AMEMBASSY COTONOU
AMEMBASSY DAR ES SALAAM
AMEMBASSY GABORONE
AMEMBASSY KHARTOUM
AMEMBASSY LIBREVILLE
AMEMBASSY TEL AVIV
AMEMBASSY LILONGWE
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AMEMBASSY LOME
AMEMBASSY LUSAKA
AMEMBASSY MBABANE
AMEMBASSY MOGADISCIO
AMEMBASSY PORT LOUIS
AMEMBASSY TANANARIVE

AMEMBASSY TUNIS
AMEMBASSY YAOUNDE
USINT BAGHDAD
AMEMBASSY PORT MORESBY
INFO USMISSION GENEVA
USDEL MTN GENEVA
USMISSION USUN NEW YORK

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E.O. 11652: N/A

TAGS: ETRD, MTN

SUBJECT: MTN: US NEGOTIATING OBJECTIVES

1. IN PREPARATION FOR EXPANSION OF FOCUS FROM TROPICAL PRODUCTS NEGOTIATIONS TO BROADER MULTILATERAL TRADE NEGOTIATIONS (MTN), US DEPARTMENTS OF COMMERCE AND AGRICULTURE ARE PREPARING LISTS OF US EXPORT PRIORITY OBJECTIVES, BOTH TARIFF AND NON-TARIFF, WHICH THE US MIGHT SEEK IN NEGOTIATIONS WITH LDC'S WHO HAVE NOT PARTICIPATED IN TROPICAL PRODUCTS SEGMENT OF MTN. POST INPUTS TO THIS EXERCISE, MAKING USE OF YOUR KNOWLEDGE OF THE LOCAL MARKET, THE LOCAL TRADING SYSTEM, AND THE PROBLEMS AND REACTIONS OF US BUSINESSMEN AND LOCAL IMPORTERS WILL BE A CRITICAL FACTOR IN IDENTIFYING SPECIFIC TRADE BARRIERS AND MEASURES WHICH RESTRICT HOST COUNTRY IMPORTS FROM THE US. POSTS' SUGGESTIONS WILL SUPPLEMENT ADVICE RECEIVED FROM THE LIMITED OFFICIAL USE

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AGRICULTURE, INDUSTRY, AND LABOR SECTOR ADVISORY COMMITTEES AND CONTRIBUTE TO AN OVERALL LISTING OF SPECIFIC US TRADE INTERESTS AND GOALS VIS-A-VIS YOUR HOST COUNTRY. POSTS ARE ALSO REQUESTED TO EVALUATE TRADE-RELATED PROVISIONS OF REGIONAL TRADE AGREEMENTS (E.G., CUSTOMS UNIONS OR FREE TRADE AREAS) TO WHICH HOST COUNTRY MAY BE SIGNATORY.

2. SPECIFIC POINTS WHICH POSTS ARE REQUESTED TO ADDRESS:

A) IDENTIFY TARIFF CONCESSIONS ON A COUNTRY TARIFF LINE BASIS WHICH SHOULD BE REQUESTED BY US IN ORDER TO BENEFIT SPECIFIC US EXPORT PRODUCTS. SPECIFY AMOUNT OF TARIFF REDUCTION NECESSARY TO IMPROVE US COMPETITIVENESS IN SUGGESTED ITEMS. POSTS SHOULD CONSIDER CURRENT US MARKET SHARE, PAST TRENDS, POTENTIAL FOR INCREASED SALES AND MARKET SHARE, PERCENTAGE OF EXPORTS ON COMMERCIAL VS. CONCESSIONAL BASIS, POTENTIAL FOR COMPETITIVE EDGE DUE

TO TECHNOLOGICAL IMPROVEMENTS OR OTHER REASONS EVEN IF NOT COMPETITIVE IN PAST, POTENTIAL IMPORTANCE FOR DEVELOPMENT PLANS, PRICE ELASTICITY OF PRODUCT, ETC. IN MAKING SUGGESTIONS, POSTS SHOULD FOCUS PRIMARILY ON THOSE ITEMS FOR WHICH US IS THE PRIMARY OR, AT LEAST, A MAJOR SUPPLIER OR THOSE FOR WHICH THE SUGGESTED REDUCTION/ELIMINATION OF THE BARRIER IN QUESTION WOULD FACILITATE OUR ATTAINMENT OF SUCH A SUPPLIER POSITION (E.G., WHERE A MOST-FAVORED-NATION TARIFF REDUCTION WOULD MAKE US PRODUCTS MORE COMPETITIVE).

B) IDENTIFY NON-TARIFF MEASURES (NTM) WHICH ADVERSELY AFFECT US TRADE OR THE US SHARE OF THE MARKET, AS WELL AS WAYS THAT HOST COUNTRIES COULD MODIFY THESE NON-TARIFF MEASURES BY GENERAL OR PRODUCT-SPECIFIC CONTRIBUTIONS IN THE MTN. DO NOT INCLUDE C.I.F. VALUATION OF IMPORTS AS AN NTM. POSTS SHOULD NOTE THOSE SYSTEMS OR MEASURES WHICH CREATE EITHER ADMINISTRATIVE OR LEGAL OBSTACLES TO LIMITED OFFICIAL USE

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MARKET ACCESS. GOVERNMENT PROCUREMENT AND STATE TRADING PRACTICES WHICH DISCRIMINATE AGAINST US PRODUCTS SHOULD ALSO RECEIVE CAREFUL EXAMINATION.

C) IDENTIFY PRIMARY GOALS OF HOST GOVERNMENT IN MTN AND ASSESS GOVERNMENT'S ABILITY TO MAKE MEANINGFUL CONTRIBUTIONS, BOTH IN RESPONSE TO PRODUCT-SPECIFIC CONTRIBUTIONS WHICH MAY BE REQUESTED BY THE US AND TO NEGOTIATION OF MULTILATERAL CODES GOVERNING USE OF TRADE RESTRICTION.

D) ENSURE THAT WASHINGTON AGENCIES HAVE BEEN PROVIDED WITH UP-TO-DATE DESCRIPTIONS AND, WHENEVER POSSIBLE, RELEVANT DOCUMENTS PERTAINING TO ALL CURRENT FEATURES OF HOST COUNTRY'S TRADE REGIME. SUCH INFORMATION IS ESSENTIAL TO DEVELOPMENT OF A COMPREHENSIVE PROFILE OF MTN PARTICIPANTS ON THE BASIS OF WHICH THE US CAN PARTICIPATE IN THE GIVE-AND-TAKE OF NEGOTIATIONS.

3. REQUEST THAT POSTS RESPOND BY CABLE ASAP, BUT NO LATER THAN JANUARY 14 FOR AT LEAST AN INTERIM RESPONSE.
ROBINSON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
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Current Classification: UNCLASSIFIED
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Draft Date: 22 DEC 1976
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Disposition Remarks:
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Review Exemptions: n/a
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Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

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Review Withdrawn Fields: n/a
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To: MONTEVIDEO PANAMA PORT AU PRINCE MULTIPLE
Type: TE
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